

Massachusetts Division of Insurance
 Quarterly Report of Membership in Health Maintenance Organizations
 as of June 30, 2004 ¹

COMPARISON OF 2nd QUARTER MEMBERSHIP TO LAST THREE QUARTERS

	3rd Quarter 2003 ² Members at End of Quarter	4th Quarter 2003 ² Members at End of Quarter	1st Quarter 2004 Members at End of Quarter	2nd Quarter 2004 Members at End of Quarter	Member Change 1st Qtr. 04 to 2nd Qtr. 04	Percent Change 1st Qtr. 04 to 2nd Qtr. 04	2nd Quarter 2004 Share of Massachusetts HMO Market
Aetna Health Inc.	13,423	12,270	11,350	10,796	(554)	-4.52%	0.5%
CIGNA HealthCare of Massachusetts, Inc. ³	34,310	32,526	23,391	17,034	(6,357)	-19.54%	0.8%
ConnectiCare of Massachusetts, Inc.	7,991	8,619	9,202	9,480	278	3.23%	0.5%
Fallon Community Health Plan, Inc.	177,542	178,138	170,961	169,234	(1,727)	-0.97%	8.1%
Great-West Healthcare of Massachusetts, Inc. ⁴	393	283	124	0	(124)	-43.82%	0.0%
Harvard Pilgrim Health Care, Inc.	534,692	530,785	518,758	513,717	(5,041)	-0.95%	24.5%
Health New England, Inc.	62,580	63,054	63,606	64,039	433	0.69%	3.0%
HMO Blue ⁵	660,818	679,717	710,764	726,259	15,495	2.28%	34.6%
Neighborhood Health Plan, Inc.	116,247	116,436	113,048	116,216	3,168	2.72%	5.5%
Tufts Associated HMO, Inc. ⁶	525,246	509,291	476,982	471,089	(5,893)	-1.16%	22.4%
UnitedHealthcare of New England, Inc.	2,141	2,027	1,857	1,810	(47)	-2.32%	0.1%
Totals	2,135,383	2,133,146	2,100,043	2,099,674	(369)	-0.02%	100.0%

¹ Information reported by HMOs as of the end of the second quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. **Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.**

² Membership reflected has been amended to only include members enrolled in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included.

³ The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

⁴ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁵ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁶ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.